



# Mr. William Bickert Vice Commander NAVSUP Global Logistics Support



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**OUR NAVY OFFERS...**

**Big Opportunities for Small Business**

**2011 Navy SB spend = \$12.5 Billion**

## \$12.5 Billion - Total

- \$1.7 Billion NAVAIR
- \$2.7 Billion NAVSEA
- \$1.5 Billion SPAWAR
- \$3.6 Billion NAVFAC
- \$534 Million ONR
- \$647 Million Military Sealift Command
- \$467 Million Naval Medical Logistics Command
- \$1.35 Billion NAVSUP

# Naval Air Systems Command (NAVAIR)

- Naval Aircraft and systems procurement and repair

\$1.7 B



# Naval Sea Systems Command (NAVSEA)

- Ship/submarine procurement and repair



**\$2.7 B**

# Space and Naval Warfare Systems Command (SPAWAR)

- C4ISR procurement and repair

**\$1.5B**



# Naval Facilities Engineering Command (NAVFAC)

- Building and maintaining infrastructure

\$3.6 B



# Office of Naval Research (ONR)



- R & D: Science and Technology programs

\$534M

# Military Sealift Command (MSC)



- Navy's Auxiliary Fleet

\$647 M



# Naval Medical Logistics Command (NMLC)

- Medical equipment, supplies and services

\$467 M



# Naval Supply Systems Command (NAVSUP)



## Global Logistics Support

**\$1 B**

- Fleet and ashore material support and services
- Spending Navy customer \$

## Weapon Systems Support

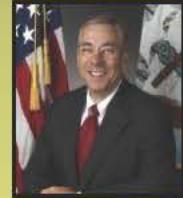
**\$350 M**

- Repairable parts for ships and aircraft
- Spending NAVSUP \$

**\$1.35 B**



## NAVSUP GLS \$1 B



Mr. William Bickert  
Vice Commander

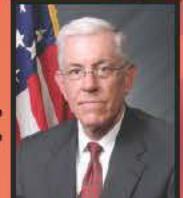


Ms. Katherine  
Rachubinski  
Small Business  
Representative



RDML John King  
Commander

## Weapon Systems Support \$350 M



Mr. Joseph  
Kenney  
Vice Commander

- Fleet and ashore material support and services
- Spending Navy customer \$

- Repairable parts for ships and aircraft
- Spending NAVSUP \$

## Fiscal Year 2011 Small Business Contracting Spend: \$350 M

### Top Small Business Actions



#### Mechanicsburg

- Countermeasure dispenser power source - \$30 M
- Cable incasing tube - \$4 M



#### Philadelphia

- Catapult trough covers -\$6.7 M
- Aircraft tie-downs - \$4.3 M
- V22 Winch/hook assemblies - \$3.5 M

Fiscal Year 2011 Small Business Contracting Spend: **28,000 actions... \$1 B spend**

**FLC Puget Sound 7,994 / \$91 M**

- Wastewater Treatment service \$13.4 M
- Port Ops Maintenance Support \$4.8 M
- Telecom Systems Maintenance \$4.6 M

**FLC San Diego**

**3,632 / \$161 M**

- IT Support for Training \$24.6 M
- Galley/Food Service Support \$17.5 M
- Metal for Aircraft Repair \$7.5 M



**FLC Pearl Harbor 2,820 / \$124 M**

- Range and Base Operating Support \$21.7 M
- Child Care & Youth Programs \$16.4 M
- Recreation Center Staffing \$12.7 M



**FLC Norfolk 8,422 / \$468 M**

- Computer Facilities Mgt \$48.4 M
- Medical Record Mgt \$44.9 M
- Legal Office Support Services \$44.5 M

**FLC Jacksonville 4,552 / \$119 M**

- Logistics Process and Distribution services \$4.5 M
- Admin Mgt and Consulting \$3.7 M
- Galley/Food Service Support \$3.5 M



SB Contracting Actions



SB Value

35% of total spend to Small Business!

## SMALL BUSINESS SUCCESS STORY: FLC PUGET SOUND



- Procurement
  - Barge towing services
- Customer
  - Puget Sound Naval Shipyard
- History
  - Large business for 25 years
  - Single bidder
- Re-competition
  - Extensive market research
  - Found & helped potential SB sources
- Result
  - Multi-year, multi-million dollar award to SDVOSB!



- Requirement:
  - Strategic Sourcing—15 categories of Temp Support Services
- Customer:
  - Entire Navy across the US—in 4 regions (including Puerto Rico)
  - Other services now using as well
- Awarded Aug 2011, Features:
  - 100% Small Business Set Aside!
  - 25 multiple award task order contracts to 8 Small Businesses
  - 1 yr base, two 1 yr options
- Results:
  - 289 task orders to date, \$58 M



- **Get to Know Your Location SBAs**

- Local small business administrative offices
- Activity small business professionals

- **Understand Your Status**

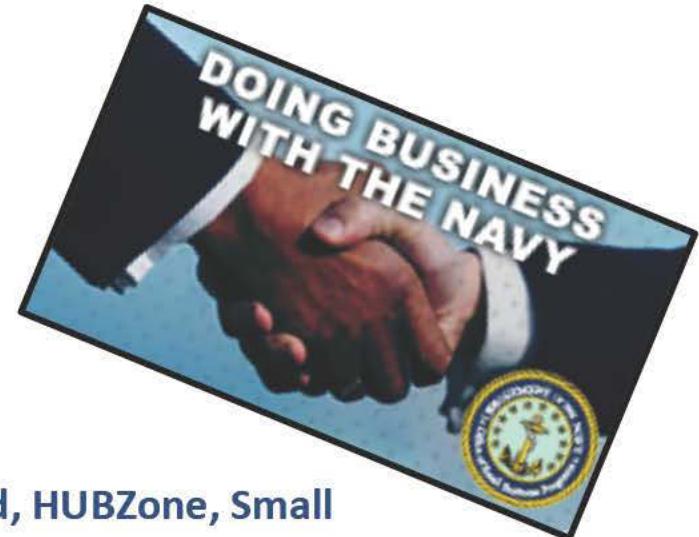
- NAICS
- Size
- Socio-economical eligibility
  - Service-disabled veteran-owned, women-owned, HUBZone, Small Disadvantaged Business/8a

- **Watch Federal Business Opportunities (FEDBIZOPPS)**

- NECO → <https://www.neco.navy.mil>
- Reverse auctions → <http://www.fedbid.com/sellers/getting-started>
- Forecasting tool → [https://www.navsup.navy.mil/navsup/business\\_opps](https://www.navsup.navy.mil/navsup/business_opps)

- **Team for Success**

- Many large Awards Require percent of small business



## Department of Defense (DoD)

- Marine Corps      \$1.4 Billion
- Army                \$23.6 Billion
- Air Force           \$9.1 Billion

## Defense Logistics Agency

- DLA Energy                \$1.5 B
- DLA Aviation              \$1.2 B
- Construction & Equipment    \$1.2 B
- DLA Maritime              \$814.2 M
- DLA Land                  \$617.8 M
- Clothing & Textiles        \$496.3 M
- Subsistence                \$359.6 M
- Medical                    \$247.5 M

DoD = HUGE Opportunity for Small Business



# **GOLD COAST INDUSTRY DAY SESSIONS**

**NAVAIR - Design & development of airframes; Airborne Electronic Equipment; Training Systems; Contractor Logistics Support; Engineering Services**

**NAVSEA - Seaport-e acquisitions for engineering, technical, and professional services. Ship Design, Construction, Maintenance and Repair**

**NAVSUP - Commercial products, miscellaneous services, and medical; Weapon Systems Support - seeking manufacturers for aviation/maritime spares and repairs**

**NAVFAC - Facilities acquisitions; Planning, Design, Construction, Environmental, Utilities, Public Works, Facilities Maintenance**

**SPAWAR - Program Manager Expertise in the IT field; Space Technology Systems; C41 Combat Support Applications; Naval Networks & Information Assurance**

**ONR - Broad Agency Announcement for Long Range Science & Technology Projects; Small Business Innovation & Research and Small Business Technology Transfer Programs; Naval Research Laboratory Programs**